

Message Text

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15

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

----- 130850

P R 110800Z JAN 75

FM AMEMBASSY NEW DELHI

TO USDOC WASHDC PRIORITY

SECSTATE WASHDC PRIORITY 6240

INFO AMEMBASSY TEHRAN

LIMITED OFFICIAL USE NEW DELHI 0519

STATE FOR NEA/INS

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: KUDREMUH PROJECT

REF: STATE 006165 AND NEW DELHI 0426

1. THE COMPOSITION OF THE TWO GOI TEAMS WHICH WILL
ARRIVE WASHINGTON JANUARY 12 AND THEN FLY TO CLEVELAND
AND SAN FRANCISCO IS AS FOLLOWS:

1. TEAM TO SELECT MINING ASSOCIATE-
LEADER: G. RAMANATHAN, CHAIRMAN, NOTIONAL
MINERAL DEVELOPMENT CORP. (NMDC).
MEMBERS: R.P. KAPUR, MERVYN SILGARDO AND
LT GEN (RET.) I.D. VERMA, ALL DIRECTORS OF
NMDC.

2. TEAM TO SELECT ENGINEERING CONSTRUCTION FIRM -
LEADER: A.C. BANERJEE, TECHNICAL DIRECTOR
STEEL AUTHORITY OF INDIA
MEMBERS: M. DHONDY DIRECTOR (FINANCIAL) NMDC
M. BALJEKAR, MANAGING DIRECTOR HINDUSTAN STEEL
WORKS CONSTRUCTION COMPANY
K.V. RAO AND D. MOZUMDER, PROCESS ENGINEERS,
NMDC

2. WE WERE TOLD THAT THE TEAMS PLANNED TO STOP IN STOCKHOLM
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TO DISCUSS PROJECT WITH GRANGES, A LARGE FIRM WHICH

MANUFACTURES MINING MACHINERY, ON THE WAY TO WASHINGTON. GRANGES, THE ONLY FOREIGN FIRM WHICH THE GOI HAS CONTACTED IN THIS SECOND ROUND OF VISITS, IS REPORTEDLY NOT A SERIOUS CONTENDER BECAUSE OF THE SIZE OF THE KUDREMUKEH PROJECT.

3. WE DO NOT KNOW WHETHER DELEGATION PLANS TO CONTACT USDOC ON ARRIVAL IN WASHINGTON. IT APPEARS THAT SERIOUS CONTENDERS HAVE BEEN REDUCED TO MARCONA AND POSSIBLY HANNA, KAISER AND MCKEE. SINCE SWEETWOOD IS AVAILABLE TO ADVISE COMPANIES, FURTHER COMMERCE INVOLVEMENT IS PROBABLY NOT REQUIRED EXCEPT TO ASSURE THESE COMPANIES THAT A) GOI IS SERIOUS ABOUT THIS PROJECT AND WILL MAKE DECISION DURING THIS VISIT B) TEAMS WILL MEET WITH THE FIRMS INDIVIDUALLY AND NOT REPEAT NOT DEAL ON AN INTERNATIONAL TENDER BASIS, AND C) US FIRMS ARE ONLY REAL CONTENDERS. SCHNEIDER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 11 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975NEWDE00519
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750011-1179
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750159/aaaacabf.tel
Line Count: 78
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 006165, 75 AND NEW DELHI 0426
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by KelleyW0>; RELEASED <11 JUN 2003 by KelleyW0>; APPROVED <12 JUN 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUDREMUH PROJECT
TAGS: BEXP, IN
To: COM STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006